

# JOHN SMITH

## SALES ENGINEER (FOCUS ON CLOUD)

### CONTACT

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### SKILLS

- Cloud Computing
- Sales Engineering
- Technical Sales
- Cloud Migration
- Scalability
- Cost Optimization
- Leadership
- Communication
- Time Management

### EDUCATION

Bachelor of Science

Sep 2014 - Jun 2018

Stanford University

Stanford, USA

Computer Science 3.5/4.0

### LANGUAGES

English

Native

### CERTIFICATES

AWS Certified Solutions Architect - Professional

Feb 2020

Amazon Web Services

### SUMMARY

Results-driven Sales Engineer with 5+ years of experience driving cloud adoption and revenue growth through technical sales expertise. Proven track record of delivering scalable cloud solutions and achieving significant cost savings and efficiency gains. Strong technical skills in cloud computing, sales engineering, and technical sales, with excellent communication, leadership, and time management skills.

### EXPERIENCE

Sales Engineer Jan 2020 - Present

CloudTech Inc. New York, USA

Driving cloud adoption and revenue growth through technical sales expertise

- Collaborated with cross-functional teams to develop and execute strategic cloud sales plans, resulting in 25% quarterly revenue growth
- Conducted technical product demos and presentations to C-level executives, resulting in a 90% sales conversion rate
- Analyzed customer requirements and designed tailored cloud solutions, achieving a 95% customer satisfaction rate

Cloud Solutions Engineer Jun 2018 - Dec 2019

CloudSolutions LLC San Francisco, USA

Designed and implemented cloud-based solutions for Fortune 500 clients

- Architected and deployed scalable cloud infrastructure for a leading financial services client, resulting in 30% cost savings and 40% increased efficiency
- Developed and delivered technical training programs for clients and internal teams, resulting in a 25% increase in cloud adoption

### PROJECTS

Cloud Migration Project Mar 2020 - Jun 2020

Lead Sales Engineer

Led a team of engineers to migrate a large e-commerce platform to a multi-cloud environment, resulting in 50% increased scalability and 20% cost savings

AWS • Azure • Google Cloud

Cloud-Based AI Solution Sep 2019 - Dec 2019

Cloud Solutions Engineer

Designed and deployed a cloud-based AI solution for a leading healthcare provider, resulting in 30% improved patient outcomes and 25% increased operational efficiency

Python • TensorFlow • Kubernetes

Certified professional with expertise in designing and deploying scalable, secure, and efficient cloud architectures on AWS

## Google Cloud Certified – Professional Cloud Developer

Aug 2019

### Google Cloud

Certified professional with expertise in designing, building, and deploying cloud-based applications on Google Cloud